EMAILXTENDER
Commercial Price List

Effective June 30, 2000

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INTRODUCTION

This price book contains pricing and policies related to sales of EMAILXTENDER.

LICENSE LIMITATION

Licensing for the above products for the sale prices listed herein is limited to the sole and exclusive benefit and use of the ultimate End-User of the respective OTG product(s). These license rights may not be further assigned or sublicensed to any other party for any purpose whatsoever, including ASP leasing of the OTG product(s).

Please contact OTG Sales for information on OnlineStor.COM and OTG's ASP pricing model.

MAINTENANCE PLANS

OTG offers annual Maintenance Plans that include unlimited software support for OTG products, software patches, service releases and major upgrades.   Two plans are available:

Plan Type	Coverage	Support Calls	Software Updates	Price
Standard Plan x-x-MS	6:00 A.M. EST to 8:30 P.M. EST Monday-Friday	Unlimited during coverage	Patches, Service Releases and Major Upgrades Included	19% of List
Premium Plan x-x-MP	24 X 7 (US Domestic)	Unlimited	Patches, Service Releases and Major Upgrades Included	25% of List

Maintenance is <u>required</u> with the initial purchase of any OTG product and <u>must</u> be maintained in order to receive upgrades. If Maintenance lapses for any period of time, the user is required to pay for any period of time that Maintenance had lapsed as part of purchasing the new Maintenance Plan. When a Maintenance Plan has lapsed for more than 1 year, the Maintenance price is increased to 28% for that period of time the Maintenance had lapsed. Please see the Pricing Examples section for additional information.

For users not on a Maintenance Plan, or for users requiring support outside the hours covered by the Maintenance Plan purchased, per-incident support is available. Per-incident support does not include patches, service releases or major upgrades.

Per-Incident Rate Description	Rate
Users not on Maintenance Plan during the standard coverage hours (6:00 AM to 8:30 PM, Monday-Friday)	$250
Users not on Premium Maintenance Plan during extended coverage hours (8:30 PM to 6:00 AM, Monday-Sunday)	$500

ADDITIONAL OTG SERVICES

OTG Software offers many services to help facilitate the sales and installation of OTG Software products. These include the following:

- **Training** – OTG maintains training centers in the Eastern and Western regions of the United States. Check the OTG Web site (*www.otg.com*) for details on the training courses, course times and pricing. On-site training is also available. Please contact OTG Sales for more information.

- **Installation Services** – OTG's Professional Services division can assist users with on-site installation and setup. Please contact OTG Sales for more information.

- **Professional Services** – OTG's Professional Services division can assist users with requirement analysis, systems analysis, custom implementations, programming, customized training and customized documentation. Please contact OTG Sales or the Professional Services division for more information.

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EMAILXTENDER LICENSING OVERVIEW

EMAILXTENDER (EX) licensing consists of two required components and several optional components:

Required Components	Licensing Requirements
Server License	Based on the total number of mailboxes managed by EMAILXTENDER.
Capacity License	Based on the type of storage used (RAID, Optical, Tape, DVD-RAM or CD-R) and the total storage capacity required for e-mails managed by EMAILXTENDER.

Optional Components	Licensing Requirements
Life Cycle Management	Based on the total number of mailboxes managed by EmailXtender.
EmailXtract	Based on the total number of mailboxes managed by EmailXtender.
Search for Outlook	Based on installation.

Please refer to the EMAILXTENDER Server Pricing, EMAILXTENDER Capacity Pricing, EMAILXTENDER Component Pricing and Pricing Examples sections for more information.

EMAILXTENDER SERVER PRICING

The Server License pricing is based on the total number of e-mail mailboxes managed.

Mailboxes	Product Code	Price	Standard Maintenance Product Code	Standard Maintenance Price
1-50	EX-SA#-SW	$40	EX-SA#-MS	$8
51-100	EX-SB#-SW	$36	EX-SB#-MS	$7
101-250	EX-SC#-SW	$33	EX-SC#-MS	$6
251-500	EX-SD#-SW	$30	EX-SD#-MS	$6
501-1000	EX-SE#-SW	$27	EX-SE#-MS	$5
1001+	EX-SF#-SW	$Call	EX-SF#-MS	$Call

EMAILXTENDER CAPACITY PRICING

A Capacity License is required for the total storage capacity required for all e-mails managed by EMAILXTENDER. Options are available for RAID, Optical, Tape, DVD-RAM and CD-R storage capacities. A single option can be selected. RAID Storage is not required when selecting DISKXTENDER 2000 or CD-R Storage.

RAID STORAGE

Capacity	Product Code	Price	Standard Maintenance Product Code	Standard Maintenance Price
100 GB	EX-RSM1-SW	$999	EX-RSM1-MS	$190
250 GB	EX-RSM2-SW	$1,999	EX-RSM2-MS	$380
500 GB	EX-RSM3-SW	$2,999	EX-RSM3-MS	$570

OPTICAL, TAPE, AND DVD-RAM STORAGE

DISKXTENDER 2000 provides comprehensive storage management and includes support for Optical, Tape and DVD-RAM libraries. Please refer to the DISKXTENDER 2000 Price List for more information on DISKXTENDER 2000 pricing and policies.

A 10% discount off the total software license price is offered when an EMAILXTENDER/DISKXTENDER 2000 bundled solution is purchased at the same time. This discount only applies to the initial bundled solution purchase and does not apply if components are added after the initial purchase.

CD-R STORAGE

Please contact OTG Sales for information on CD-R storage options for EMAILXTENDER.

EMAILXTENDER COMPONENT PRICING

Life Cycle Management pricing is based on the total number of e-mail mailboxes managed and the quantity purchased must be equal to the Server License mailbox quantity.

Mailboxes	Product Code	Price	Standard Maintenance Product Code	Standard Maintenance Price
1-50	EX-LA#-SW	$20	EX-LA#-MS	$4
51-100	EX-LB#-SW	$18	EX-LB#-MS	$3
101-250	EX-LC#-SW	$16	EX-LC#-MS	$3
251-500	EX-LD#-SW	$15	EX-LD#-MS	$3
501-1000	EX-LE#-SW	$14	EX-LE#-MS	$3
1001+	EX-LF#-SW	$Call	EX-LF#-MS	$Call

EmailXtract pricing is based on the total number of e-mail mailboxes managed and the quantity purchased must be equal to the Server License mailbox quantity.

Mailboxes	Product Code	Price	Standard Maintenance Product Code	Standard Maintenance Price
1-50	EX-XA#-SW	$10	EX-XA#-MS	$2
51-100	EX-XB#-SW	$9	EX-XB#-MS	$2
101-250	EX-XC#-SW	$8	EX-XC#-MS	$2
251-500	EX-XD#-SW	$7	EX-XD#-MS	$1
501-1000	EX-XE#-SW	$6	EX-XE#-MS	$1
1001+	EX-XF#-SW	$Call	EX-XF#-MS	$Call

The Search for Outlook component is licensed per installation.

Quantity	Product Code	Price	Standard Maintenance Product Code	Standard Maintenance Price
1-50	EX-OA#-SW	$35	EX-OA#-MS	$7
51-100	EX-OB#-SW	$32	EX-OB#-MS	$6
101-250	EX-OC#-SW	$29	EX-OC#-MS	$6
251-500	EX-OD#-SW	$26	EX-OD#-MS	$5
501-1000	EX-OE#-SW	$23	EX-OE#-MS	$4
1000+	EX-OF#-SW	$Call	EX-OF#-MS	$Call

UPGRADE POLICIES

- In order to receive support and future major upgrades, as outlined in the Maintenance Plans section, users must have Maintenance from the date of product purchase.

- When upgrading Licenses, the upgrade price is based on the new quantity being added. Existing Licenses are not factored when adding new Licenses.

- When upgrading a Server License, Life Cycle Management and EmailXtract must be upgraded to the same quantity as the Server License mailbox quantity if these components were previously purchased.

PRICING EXAMPLES

Example 1:   *200 Mailboxes, 250GB RAID Capacity Purchase*

Scenario: User requires management of 200 mailboxes, requires 250GB of RAID capacity to store e-mails managed by EMAILXTENDER and selects the Standard Maintenance Plan option.

Solution:
EX-SC200-SW	$ 6,600
EX-SC200-MS	$ 1,200
EX-RSM2-SW	$ 1,999
EX-RSM2-MS	$ 380
	$ 10,179

Example 2:   *500 Mailboxes, Life Cycle Management, 100 Search for Outlook, DiskXtender Level F Optical License Purchase*

Scenario: User requires management of 500 mailboxes, requires Life Cycle Management, Search for Outlook for 100 named users, a DISKXTENDER Level F Optical License and selects the Standard Maintenance Plan option.

Solution:
EX-SD500-SW	$ 15,000
EX-SD500-MS	$ 3,000
EX-LD500-SW	$ 7,500
EX-LD500-MS	$ 1,500
EX-OB100-SW	$ 3,200
EX-OB100-MS	$ 600
DX-OF-SW	$ 8,499
DX-OF-MS	$ 1,615
	$ 40,914

Less 10% Discount $ 3,420*

Solution Cost $ 37,494

Note: Discount applies to software licenses only and not to the Maintenance price. In this example the total software license price is $34,199 and the discount is $3,420.

Example 3:   *200 Mailboxes, 250GB RAID Capacity with Premium Maintenance Plan Purchase*

Scenario: User requires management of 1 e-mail server that has 250 mailboxes, requires 250GB of RAID capacity to store e-mails managed by EMAILXTENDER and selects the Premium Maintenance Plan option.

Solution: EX-SC250-SW $ 6,600
              EX-SC250-MP $ 1,600
              EX-RSM2-SW $ 1,999
              EX-RSM2-MP $ 500
                               $ 10,699

Example 1:　　　　*Upgrade Server License, Capacity License*

Scenario:　　　User purchased a Server License for 100 mailboxes and 250GB Capacity License on 7/1/00 and wants to upgrade to a Server License for 150 mailboxes and upgrade the Capacity License to 500GB on 11/1/00. User has a Standard Maintenance Plan that expires on 7/1/01.

Solution:　　　When upgrading Licenses, the upgrade price is based on the new License being added.

　　　　　　　EX-SA50-SW　　　$　2,000
　　　　　　　EX-RSM2-SW　　　$　1,999

In addition, Maintenance must be purchased for the upgraded Licenses and can be pro-rated to end on 7/1/01. The following formula should be used for pro-rating Maintenance to end based on an existing Standard Maintenance Plan:

(([Upgrade List Price] x 19%) /12) x [Number of Remaining Months on Original Plan]

or

Server License Upgrade	Capacity License Upgrade
$2,000 x 19% = $　380	$1,999 x 19% = $　380
$　380 / 12　= $　32	$　380 / 12　= $　32
$　32 x 8　= $　256	$　32 x 8　= $　256

　　　　　　　EX-SA50-SW　　　$　2,000
　　　　　　　EX-SA50-MS　　　$　　256
　　　　　　　EX-RSM2-SW　　　$　1,999
　　　　　　　EX-RSM2-MS　　　$　　256
　　　　　　　　　　　　　　　$　4,511

Example 2:   *Upgrade Existing License with Life Cycle Management and EmailXtract*

Scenario: User purchased a Server License for 250 mailboxes and a 250GB Capacity License on 7/1/00 and wants to add Life Cycle Management and EmailXtract to the solution on 11/1/00. User has a Standard Maintenance Plan that expires on 7/1/01.

Solution: Pricing for Life Cycle Management and EmailXtract is based on the total number of e-mail mailboxes managed and the quantity purchased must be equal to the Server License mailbox quantity.

EX-LC250-SW $ 4,000
EX-XC250-SW $ 2,000

In addition, Maintenance must be purchased for the new Licenses and can be pro-rated to end on 7/1/01. The following formula should be used for pro-rating Maintenance to end based on an existing Standard Maintenance Plan:

((([Upgrade List Price] x 19%) /12) x [Number of Remaining Months on Original Plan]

or

Life Cycle Management Upgrade   EmailXtract Upgrade

$4,000 x 19% = $ 760 $2,000 x 19% = $ 380
$ 760 / 12   = $ 63 $ 380 / 12   = $ 32
$ 63 x 8   = $ 504 $ 32 x 8   = $ 256

EX-LC250-SW $ 4,000
EX-LC250-MS $ 504
EX-XC250-SW $ 2,000
EX-XC250-MS $ 256
                              $ 6,760

Example 3:   *Upgrade Search for Outlook Clients*

Scenario: User purchased 100 Search for Outlook Clients on 7/1/00 and wants to purchase an additional 50 Search for Outlook Clients on 11/1/00. User has a Standard Maintenance Plan that expires on 7/1/01.

Solution: When upgrading Licenses, the upgrade price is based on the new quantity being added.

EX-OA50-SW $ 1,750

In addition, Maintenance must be purchased for the new Licenses and can be pro-rated to end on 7/1/01. The following formula should be used for pro-rating Maintenance to end based on an existing Standard Maintenance Plan:

(([Upgrade List Price] x 19%) /12) x [Number of Remaining Months on Original Plan]

or

$1,750 x 19% = $ 333
$ 333 / 12   = $ 28
$ 28 x 8   = $ 224

EX-OA50-SW $ 1,750
EX-OA50-MS $ 224
                           $ 1,974

Example 1:   *Purchasing Maintenance Plan after Maintenance has Lapsed for Less than 1 Year*

Scenario: User purchased a Server License for 250 mailboxes and a 250GB Capacity License on 7/1/00 and a Standard Maintenance Plan that ended on 7/1/01. User wants to purchase a new Standard Maintenance Plan on 12/1/01.

Solution: Maintenance had lapsed for 5 months prior to the new Plan being purchased so the user must pay for the period of time that Maintenance had lapsed as part of purchasing the new Maintenance Plan. The following formula should be used for calculating the amount due for lapsed Maintenance if Maintenance has lapsed for less than 1 year:

(([Product List Price] x 19%) / 12) x [Number of Months Lapsed]

or

Server License Maintenance   Capacity License Maintenance

$8,250 x 19% = $ 1,568 $1,999 x 19% = $ 380
$1,568 / 12   = $ 131 $ 380 / 12   = $ 32
$ 131 x 5   = $ 655 $ 32 x 5   = $ 160

EX-SC250-MS $ 1,500
EX-SC250-MSB $ 655
EX-RSM2-MS $ 380
EX-RSM2-MSB $ 160
                              $ 2,695

Example 2:　　　　*Purchasing Maintenance Plan after Maintenance has Lapsed for More than 1 Year*

Scenario:　　　User purchased a Server License for 250 mailboxes and a 250GB Capacity License on 7/1/00 and a Standard Maintenance Plan that ended on 7/1/01. User wants to purchase a new Standard Maintenance Plan on 8/1/01.

Solution:　　　Maintenance had lapsed for 13 months prior to the new Plan being purchased so the user must pay for the period of time that Maintenance had lapsed as part of purchasing the new Maintenance Plan. The following formula should be used for calculating the amount due for lapsed Maintenance if Maintenance has lapsed for more than 1 year:

(([Product List Price] x 28%) / 12) x [Number of Months Lapsed]

or

Server License Maintenance			Capacity License Maintenance		
$8,250 x 28%	= $	2,310	$1,999 x 28%	= $	560
$2,310 / 12	= $	193	$ 560 / 12	= $	47
$ 193 x 13	= $	2,509	$ 47 x 13	= $	611

EX-SLC-MS	$ 1,500
EX-SLC-MSB	$ 2,509
EX-RSM2-MS	$ 380
EX-RSM2-MSB	$ 611
	$ 5,000